

Date: Thu, 28 Jul 94 16:05:42 PDT

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To: Brewster@wais.com (Brewster Kahle), bruce

From: duhring@wais.com (John Duhring)

Subject: Re: status meeting partners

Think we might have two levels: "reference customers", and "partners".
WestLaw is the former, EB is the latter. Also, are we limiting our terms
to include ONLY those that have already paid for something (thus microsoft
would not be on the list yet)?

kinds of partners (for discussion purposes):

content providers: Scholastic, Dow Jones, CMP

technology partners: EB, Intel, AOL

reference customers: WestLaw, Mitre

VARs or marketing partners: Donnelly, ICE, NovX (?), Integralis, Fujitsu

At 2:39 PM 7/28/94 -0800, Brewster Kahle wrote:

>Please write the list of companies you would put in the "partners" category
>and that corporately we should be monitoring closely.

>

>For instance...

>

>microsoft:

>AOL :

>Donnelley:

>Intel :

>

>dont spend too long, and we will refine it during the first weekly status
>meeting on monday!

>

>-brewster

>

>

> Hardware companies: Intel, Apple, Sun

> Client vendors: Ensemble, Apple-Search, Mosaic

> Vertical App companies: Helpdesk, libraries, CD ROM publishers

> Search engines: Fulcrum, Conquest, PLS

> System Integrators: KPMG, Andersen Consulting, PRC, RJO, NZ

> Publishers: DowJones, Encyclopedia Britannica, Scholastic, Westlaw

> International: Fujitsu, EB Japan

> Network distributors: AOL

WAIS, INC.

STATUS MEETING AGENDA

August 1, 1994

Hiring/personnel

New trends

Hot problems

Partners status

List of "winners" and monitors

My priorities for the week are

Meetings/calendar

Legal counsel

telesales
~~trans~~

Mosaic/Wall
Remote sales demo

support mtg
FTI

Morgan Stanley's
Gettersburg
peacenet

Henry, ben)

Toshiba
Oracle

Intel → BK / JD
Mitre → BK
Integualos → BG
Sun → BG
~~Dec → Bb~~
~~Oracle~~
fulcrum → BK
conquest → BG
~~conquest~~
CBIO → JD
microsoft → BK
Apple → JD
fujitsu → BK
Intelligence → BK
~~DF~~
~~EB~~

[AOL
microsoft
sun

① NY TIMES call what's his name

② Hiring/personnel

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